

# MEDITERRANEAN CHARTER BRIEFING

S U M M E R 2 0 2 6

*A charter perspective*

*What truly matters  
this summer.*





# Summer 2026: Beyond Availability

The West Mediterranean remains the most requested charter region in the world.

But in 2026, however, access alone is not the differentiator.

The real difference lies in securing the right yacht — for the right guests, at the right time, with the right rhythm.

At this level, charter is not leisure alone. It is the allocation of time, trust and significant capital.

The Mediterranean rewards those who understand its subtleties:

- how August in Sardinia differs from July on the Riviera
- how crew consistency influences atmosphere
- how itinerary design affects onboard harmony
- how small operational details shape the entire week

*This briefing is designed to bring clarity — so decisions are taken deliberately, not impulsively.*



# Experience Is Personal — Not Standardised

The yacht is not the experience. It is the platform.

Experience is created by alignment:

- guest energy and expectations
- cruising pace and distances
- level of privacy required
- culinary standards
- crew chemistry

Some clients seek vibrant ports and visible social life.

Others prioritise early anchorages, quieter routing and slower movement.

Some prefer iconic itineraries.

Others request routes that deliberately avoid predictable patterns.

*The most successful charters feel effortless. That effortlessness is designed.*

# Understanding the Investment

A West Med charter is structured in three components.

## ★ Weekly Charter Rate

Typically between €55,000 and €150,000+ (depending on size, pedigree, crew and season).

This reflects yacht quality, crew expertise, onboard comfort and market positioning. Two yachts at the same weekly rate can generate very different overall budgets — depending on cruising intensity and operational profile.

## ★ APA (Advance Provisioning Allowance)

Usually 30–40%.

This covers fuel, food & beverages, port fees and specific guest requests. Fuel exposure varies significantly based on routing and cruising rhythm. Unused funds are returned.

## ★ VAT

Applied depending on cruising area and yacht status.

The Mediterranean is not uniform — structure matters.

We advise on financial clarity before confirmation — not after.



# Our Strategic Briefing Process

Before proposing any yacht, we clarify what is often left unspoken.

We assess:

- real guest dynamic
- decision-making hierarchy onboard
- tolerance for movement vs preference for stability
- expected level of crew interaction
- privacy thresholds

We also evaluate feasibility:

- cruising distances
- peak port congestion
- berth availability
- seasonal weather patterns

We present three to five aligned options. Each explained honestly — including limitations.

We decline options that do not align, even if they are available.

**Alignment reduces friction. Friction compromises experience.**





# Charter Agreements in the Med

In the West Mediterranean, the **MYBA agreement** remains the most widely used charter contract — particularly for yachts above 24m.

It offers a structured escrow system, clearly defined cancellation terms and internationally recognised brokerage procedures.

It is designed to provide balance and predictability in high-value transactions.

In certain French and Monaco-based scenarios, the **ECPY contract** may be proposed. It follows a different legal framework and may present specific VAT or jurisdiction nuances depending on the yacht's structure and operating area.

Both contracts are valid. The difference lies in structure, flexibility and risk allocation.

***We advise on the appropriate framework before signature — not once terms are fixed.***

# Selected Yachts – Illustrative Examples

Representative platforms within the 24–40m Mediterranean segment.



**M/Y HAZE – 26m |**  
Extra Yachts

Contemporary design with strong exterior flow and zero-speed stabilisers.  
4 cabins | Ideal for Riviera and Corsica cruising.



**M/Y AKAR XIII – 34m |**  
Sanlorenzo SD112

Displacement comfort with five-cabin layout and 266 GT interior volume.  
Stabilisers underway and at anchor.



**M/Y ARESYA – 37m |**  
Sanlorenzo SL120

Balanced planing yacht with versatile deck configuration.  
5 cabins | Well suited for Sardinia and multi-generational travel.



# Beyond the Visible Selection



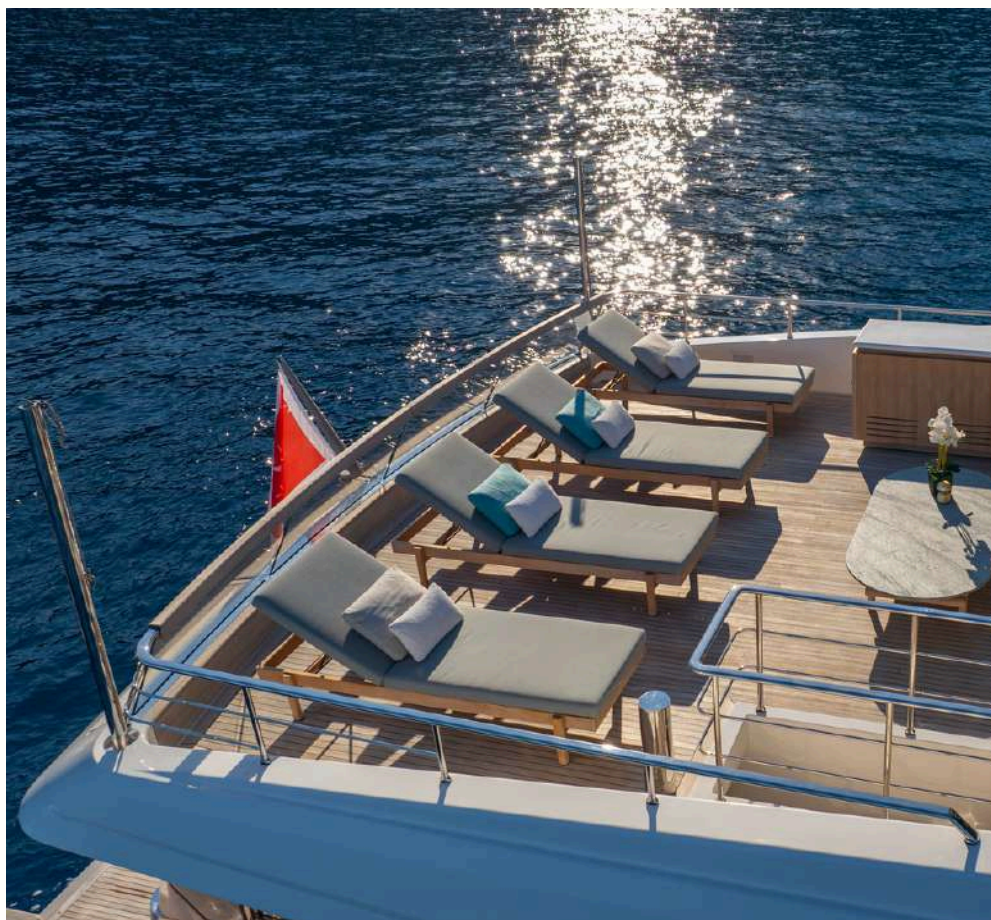
Villa Yachting operates within a trusted Mediterranean broker network and benefits from extended sourcing capability across the wider charter market.

Through direct relationships and professional platforms such as Yachtfolio, we advise across categories ranging from 24m contemporary platforms to 60m+ superyachts.

Our role is not inventory-driven. It is alignment-driven.

We source based on guest profile, cruising objectives, layout configuration, crew stability, seasonal positioning.

***Access is broad.  
Selection remains deliberate.***



# What Often Makes — or Breaks — a Charter Week

Experience rarely fails because of the yacht itself.

It fails when:

- cruising distances are underestimated
- expectations are misaligned between guests
- fuel exposure is not anticipated
- peak ports are not secured early
- crew fatigue is ignored

*The Mediterranean in high season is vibrant — but dense.  
Preparation protects fluidity.*





# The Villa Yachting Difference

**Villa Yachting** is built on continuity.

We remain personally involved — before, during and after each charter.

We know the yachts we propose.

We know the crews we trust.

We understand how decisions translate onboard.

Our role is not limited to selection. It extends to anticipation, clarification and accountability.

Clients work with us directly — not through layers.

Relationships are not transactional.

They are maintained.

★ **Sea the Difference**



# Planning your Summer 2026



Each season has its own rhythm.  
Summer 2026 is already taking shape.

Prime July and August weeks are narrowing, yet intelligent opportunities remain.

Strategic routing, flexible embarkation ports and late-season September cruising often create refined alternatives to peak density.

If you are considering Summer 2026, we recommend initiating discussion promptly.

***The right yacht is rarely the first available.  
It is the one that aligns best.***

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